



Registered & Corporate Office:

Route Mobile Limited  
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Mumbai - 400 064, India  
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info@routemobile.com | www.routemobile.com  
CIN No: L72900MH2004PLC146323

**Ref No:** RML/2023-24/381

**Date:** July 28, 2023

To,

**BSE Limited**  
**Scrip Code: 543228**

**National Stock Exchange of India Limited**  
**NSE Symbol: ROUTE**

Dear Sir/Madam,

**Sub: Investor Presentation**

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations 2015, we are enclosing herewith the Investor Presentation, that will be presented today to the Analysts in connection with the Unaudited Financial Results of the Company for the quarter ended June 30, 2023.

You are requested to take the above information on record.

Thanking you,

Yours truly,

**For Route Mobile Limited**

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**Rathindra Das**  
**Group Head Legal, Company Secretary & Compliance Officer**  
M. No. F12663

**Encl:** as above



# Earnings Update

Q1 FY23-24

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Investor Presentation

July 28, 2023

Certain statements mentioned in this presentation concerning our future growth prospects are forward looking statements (the “Forward Statements”) and are based on reasonable expectations of the management, which involves a number of risks, and uncertainties that could cause actual results to differ materially from those in such Forward Statements. The risks and uncertainties relating to these Forward Statements include, but are not limited to, risks and uncertainties regarding fluctuations in our earnings, fluctuations in foreign exchange rates, revenue and profits, our ability to generate and manage growth, competition in CPaaS globally, wage increases in India, our ability to attract and retain highly skilled professionals, time and cost overruns on fixed-price and fixed time frame contracts, industry segment concentration, our ability to manage our international operations, our revenues being highly dependent on clients in the United States of America, reduced demand for technology in our key focus areas, disruptions in telecommunication networks or system failures, our ability to successfully complete and integrate potential acquisitions, liability for damages on our service contracts, withdrawal of fiscal governmental incentives, political instability, adverse impact of global pandemics (including COVID-19 impact), war, legal restrictions on raising capital or acquiring companies, unauthorized use of our intellectual property(ies) and general economic conditions affecting our businesses and industry. We may, from time to time, make additional written and oral Forward Statements . We do not undertake to update any Forward Statements that may be made from time to time by us or on our behalf, unless required under the law.



# Route Mobile - Industry Leading Global CPaaS Platform



  
**route mobile**  
communication simplified

RML offers a scalable and flexible **Omnichannel CPaaS** platform to enterprises across industry verticals, globally



**280+** direct MNO connects, overall access to **900+** MNOs (**Super Network**)



Global footprint across **20+ locations**; **2,300+** active billable clients



Infrastructure comprising **19 data centers** and **6 SMSCs** globally



**ESG leader**, rated **"A"** by a reputed ESG rating agency



Recognized as "Established Leader" – **Juniper**,  
"Top Tier 1 A2P SMS vendor" – **Rocco**,  
"Representative Vendor" - **Gartner** for CPaaS



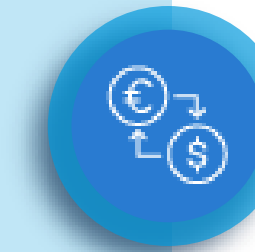
**Strong industry tailwinds:** Global CPaaS market will grow to **\$42.9bn** in 2027, from \$16.6bn in 2022 <sup>(1)</sup>



**₹38,076mn** LTM ended 30 June 2023 Revenue  
**55%** Revenue CAGR FY2020 - FY2023



**₹4,943mn** LTM ended 30 June 2023 EBITDA  
**66%** EBITDA CAGR FY2020 – FY2023



**122%** Net revenue retention in Q1 FY23-24



**c. 29.5bn** Billable Transactions processed in Q1 FY23-24

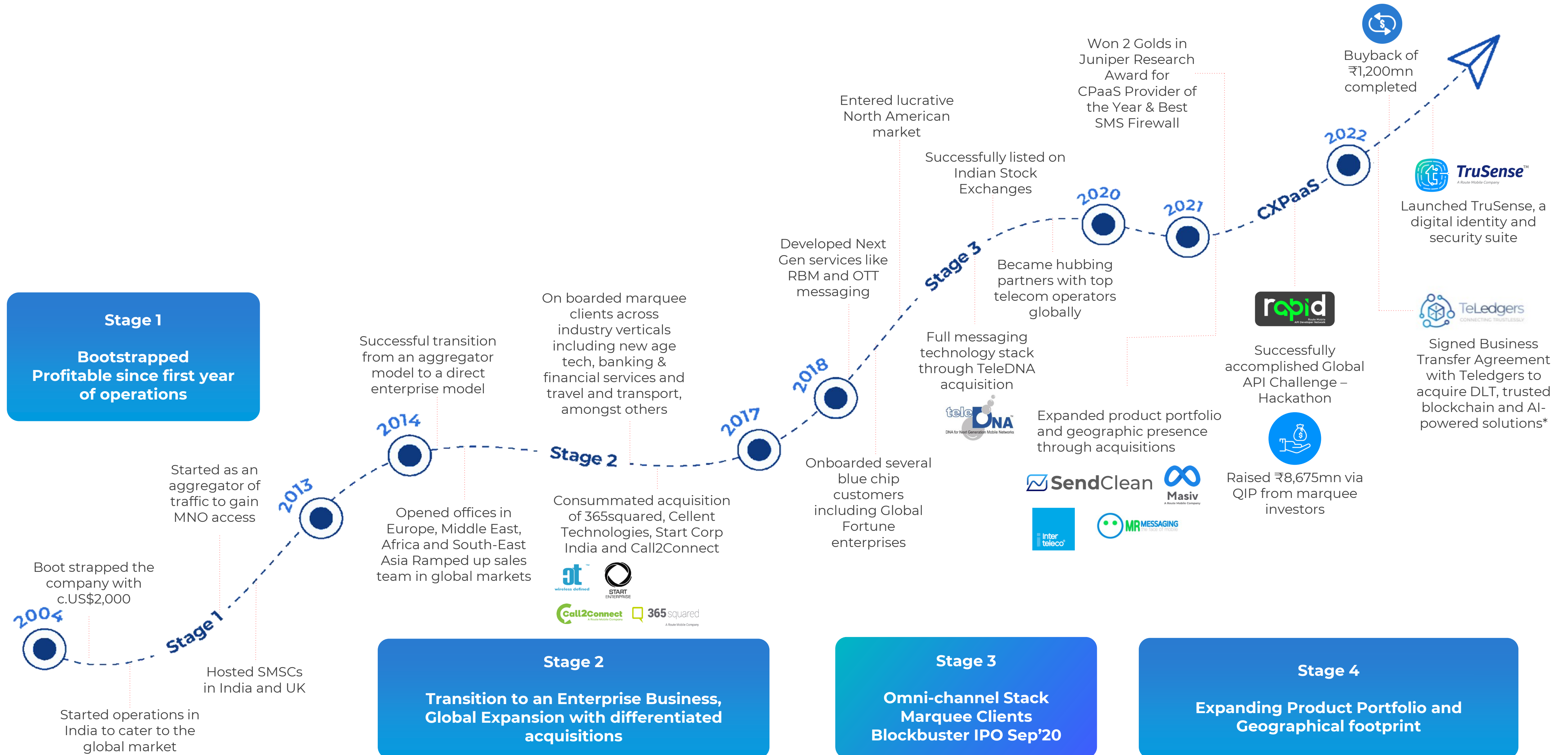


**₹14.8** Earning Per Share (EPS) in Q1 FY23-24;  
Board recommended **₹3 per share** interim dividend

(1) Juniper - CPaaS Future Market Outlook, 2023



# Systematic roadmap to create sustained growth momentum



\*Closure subject to completion of condition precedents including outcome of an ongoing arbitration proceeding

# Global Diaspora - Footprint & Super Network



14 Firewall deployments  
2 ongoing deployments &  
1 upgradation

19 virtualized Data Centers

18 Hubs

700+ Employees

**280+ Super Network**  
Widespread global distribution & reach



# **Key** Developments

Proximus Group has signed definitive agreements to acquire, through Proximus Opal, **57.56%\* interest in Route Mobile**



Signed direct contract with one of the world's largest e-commerce and cloud computing companies for offering **CPaaS services across 10 countries, including India**



Enabled **7.5 Lakhs** SSC students to receive their results over WhatsApp 



**Ranked as Tier 1 Vendor in A2P SMS Messaging** as per ROCCO's A2P Market Impact Report 2023 for MNO & Enterprise categories

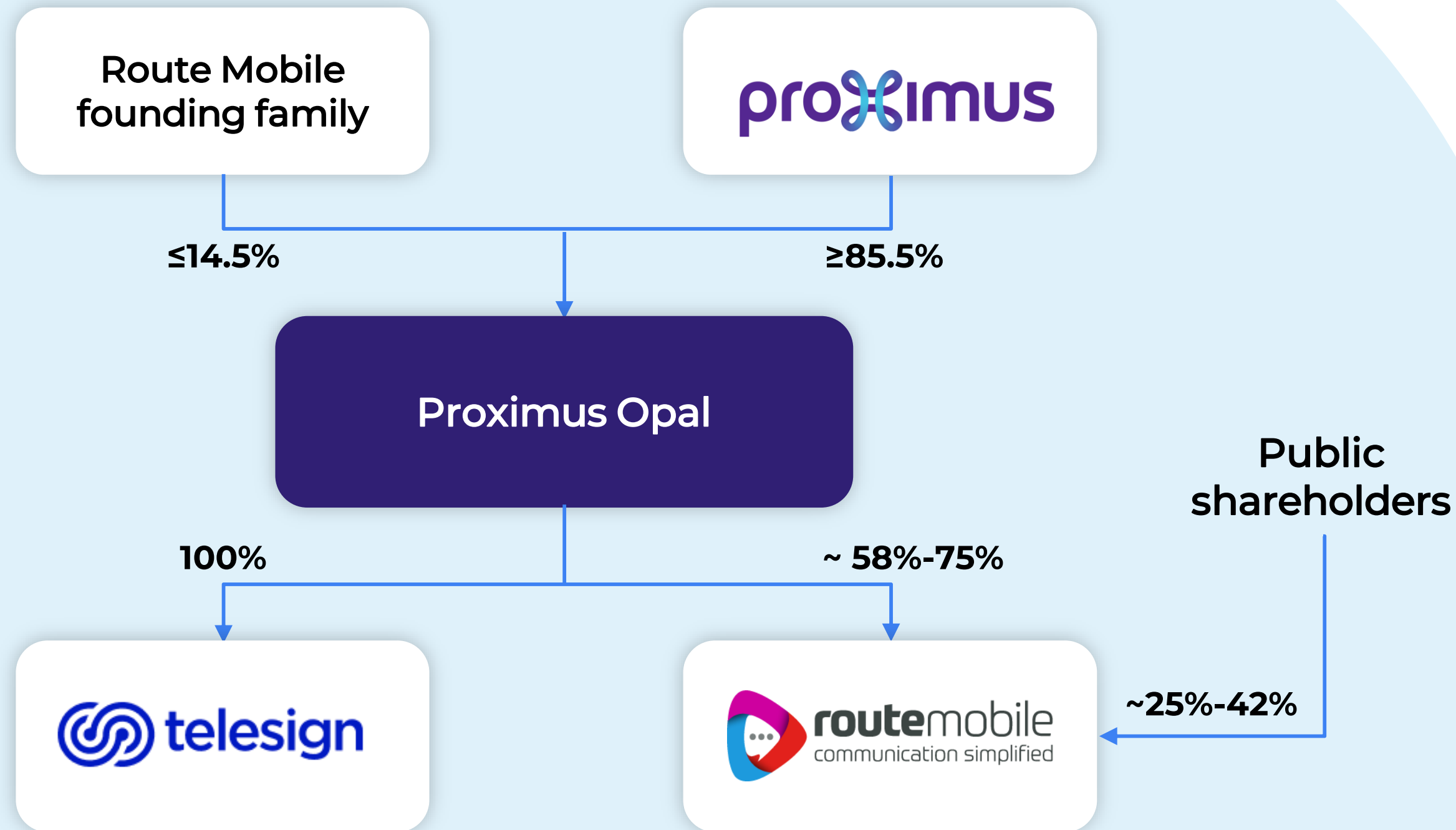


\*Fully Diluted



# Proximus acquires 57.56% of Route Mobile shares, valued at ~€643M, for ~€343M net<sup>1</sup> in Cash and an up to 14.5% equity stake in Proximus Opal

## Shareholder Structure



1. Net cash impact for Proximus Group refers to impact post investment of the founding shareholders of Route Mobile into Proximus OPAL (~€643.0mn cash-out by Proximus; ~€299.6mn invested in Proximus OPAL by Route Mobile's founding shareholders)
2. 10 Day Volume Weighted Average Price
3. Indian regulatory body SEBI prescribes a minimum threshold of 25% of public shareholding. Final ownership of Proximus OPAL in Route Mobile could go up to 75%. Should the MTO result in exceeding this, Proximus Opal will need to sell-down the stake in Route Mobile such that the ownership is 75% within 12 months.
4. Founding shareholders ownership in Proximus OPAL to be diluted depending outcome of MTO.

## Agreements

- Proximus Group acquires 57.56% of Route Mobile (fully diluted), through Proximus Opal, for ~INR 59,224mn (~€643.0mn) cash at no premium to 10D VWAP<sup>2</sup> of INR 1,626.4 per share.
- Proximus Opal will launch an MTO for up to 26% of the fully diluted outstanding shares for the same price, INR 1,626.4 per share. Total cash consideration depends upon the effective MTO take-up<sup>3</sup>.
- Founding shareholders of Route Mobile to re-invest ~€299.6mn in Proximus Opal, for up to 14.5%<sup>4</sup> of the shares.
- With the reinvestment, the net cash consideration for Proximus prior to MTO amounts to ~€343.4mn.
- Transaction implies a valuation of Telesign at €1.4bn.
- Transaction closure is contingent upon receipt of regulatory approvals and completion of the MTO.
- Transaction completion expected in 6-9 months.

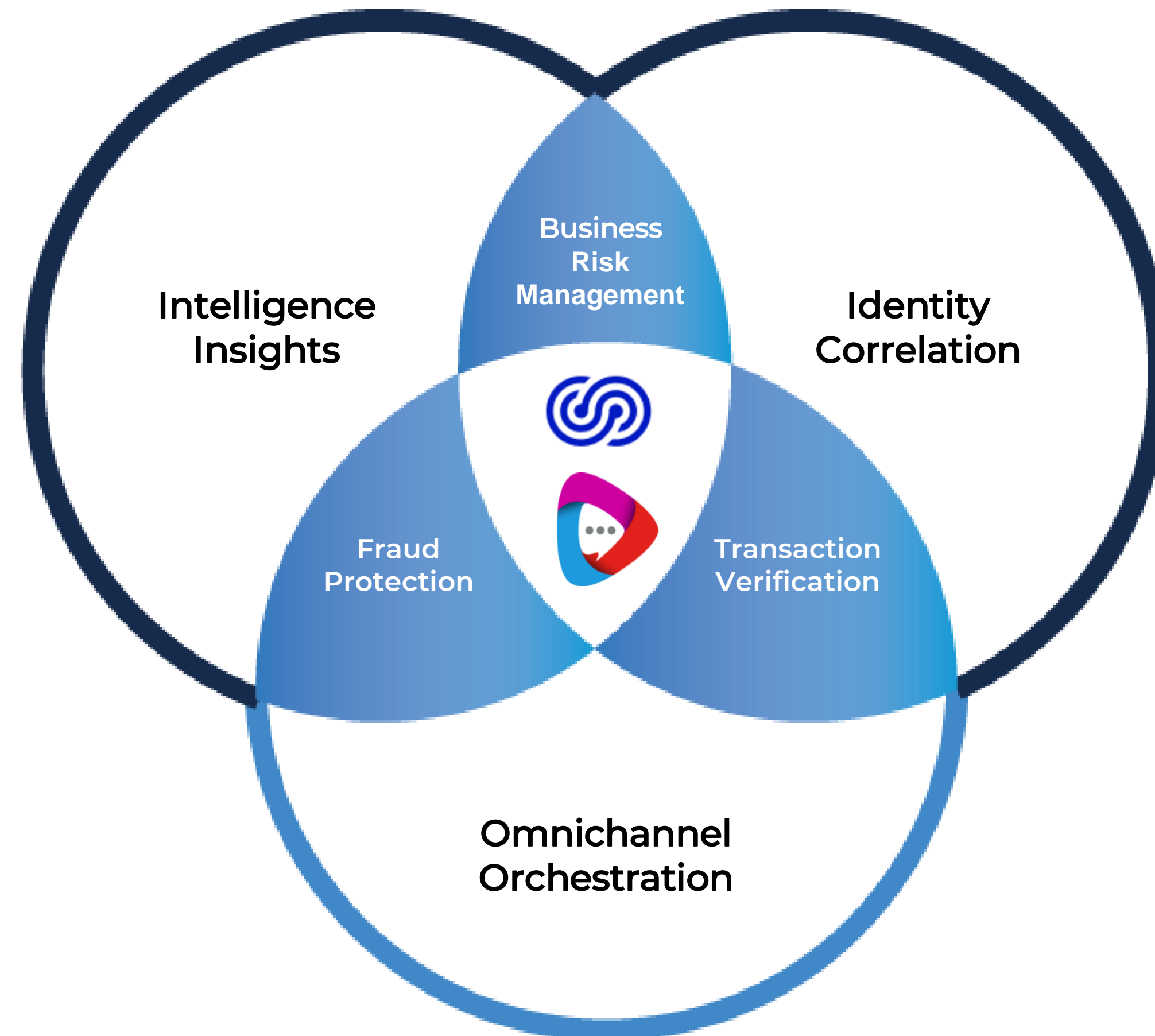
# Significant revenue growth opportunities through cross-selling

highly complementary product portfolios of Telesign and Route Mobile



- **Resell** expanded **verification and fraud protection services** worldwide
- Resell new **Insights and Identity services** in markets not serviced by Telesign today
- Bring **new business risk management services** to customers

**Group CPaaS activities** will be led by **Rajdip Gupta**, current CEO of Route Mobile.



- **Resell omnichannel** orchestration services worldwide.
- **Expand** Intelligence, Identity products, verification and fraud protection services **with more insights**, from more channels in diversified markets

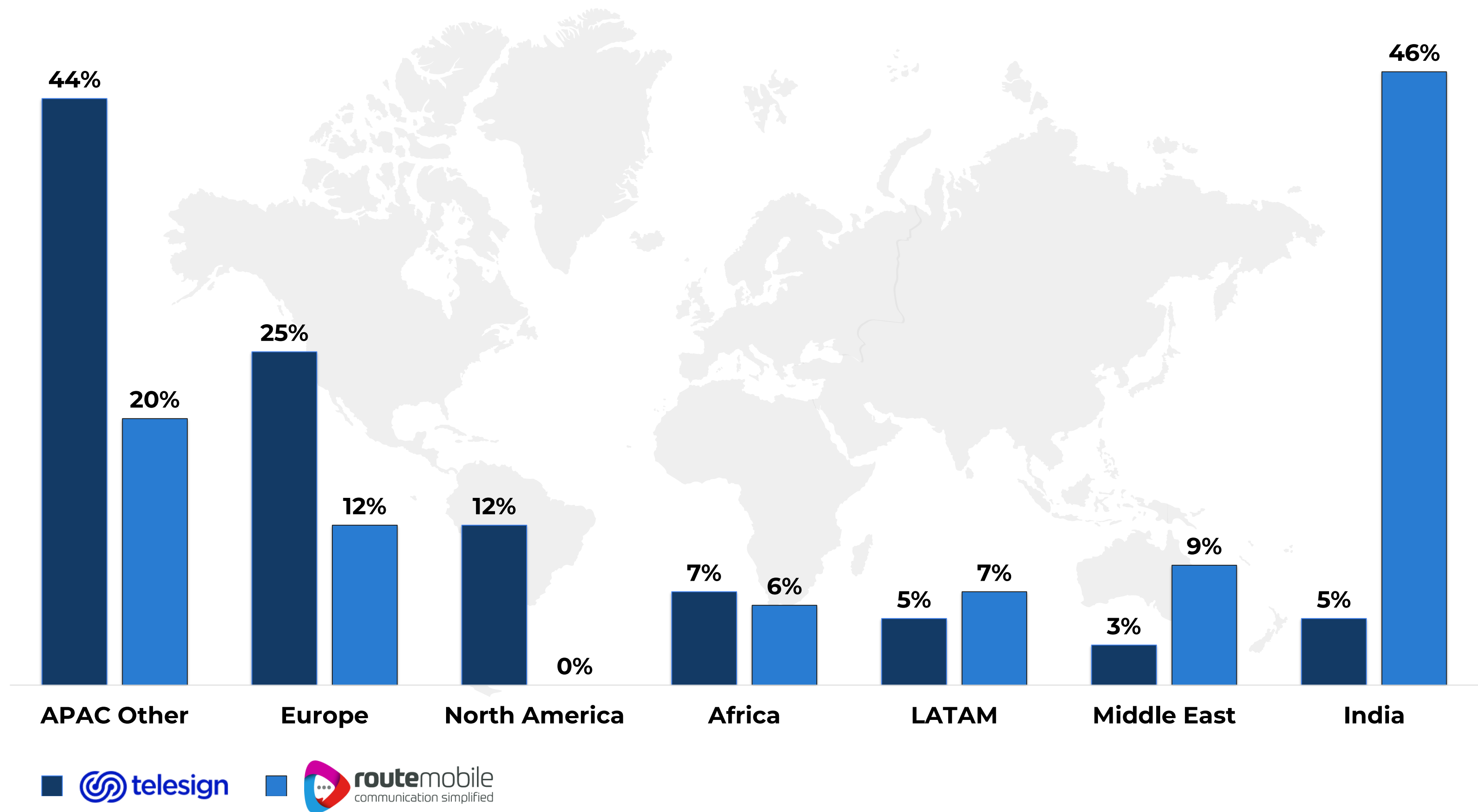
**Group Digital Identity activities** will be led by **Joe Burton**, current CEO of Telesign.



# Strong geographical complementarity to Telesign, with enhanced exposure to higher growth geographies

## Route Mobile's presence is complementary to that of Telesign, strongly active in Europe and North America

Revenue distribution in % (FY, by termination<sup>1</sup>)



**Route Mobile** has global presence with strong roots in India, one of world's largest, fast-growing and rapid digitalizing markets.

<sup>1</sup> Route Mobile, top 50 countries by termination, contributing c. 94% of FY22-23 revenue from operations. Telesign based on FY 2022 revenue distribution.

# Focus on Expanding Product Portfolio

## Driving Product momentum through Dedicated SBUs

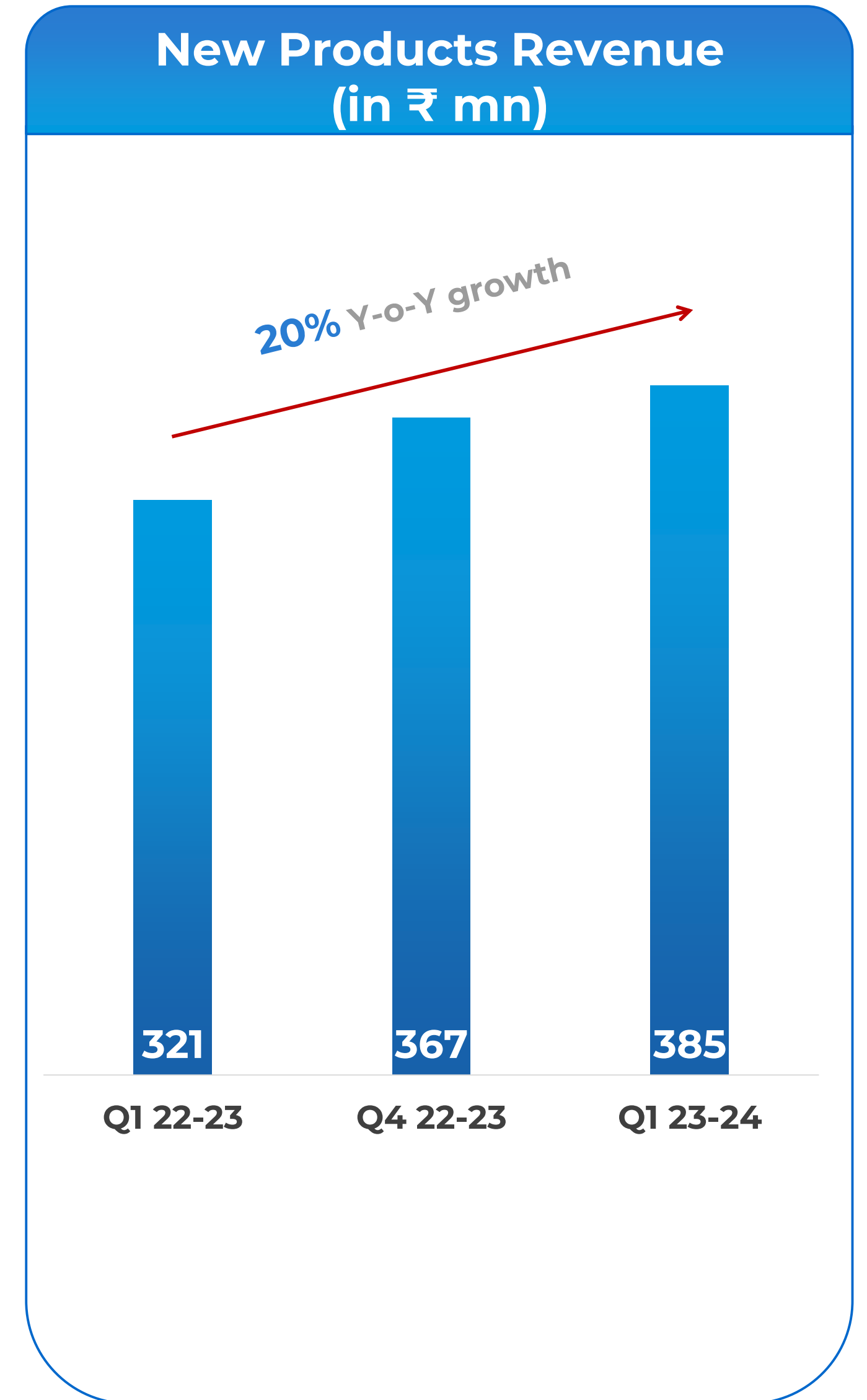
**Conversational Bot**

**Email**

**TruSense**

**Deployed WhatsApp + Roubot to Enable Gujarat SSC Board Results**

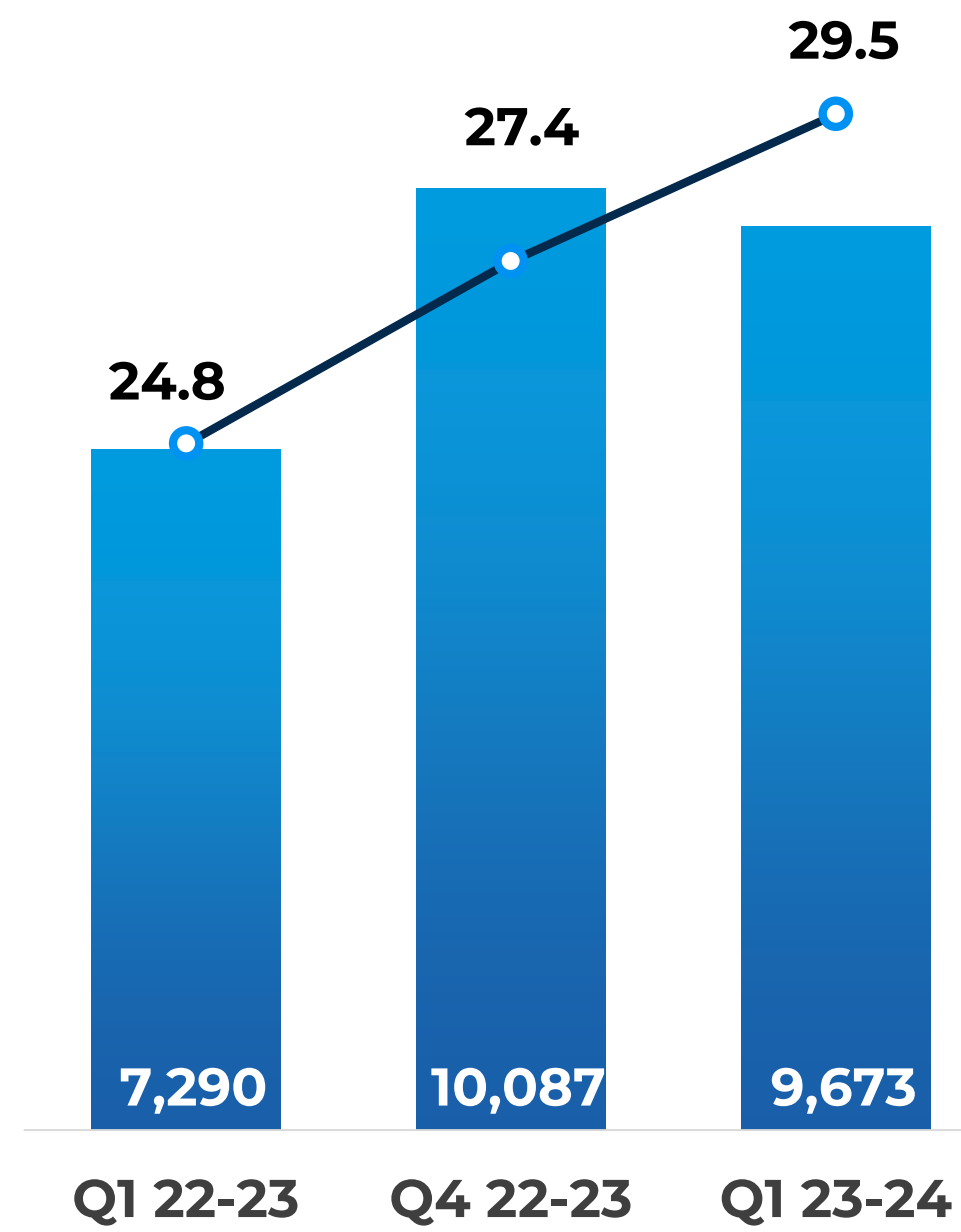
- 3.5 million hits in first 3 hours
- Recognized as a benchmark for user-generated traffic by Meta





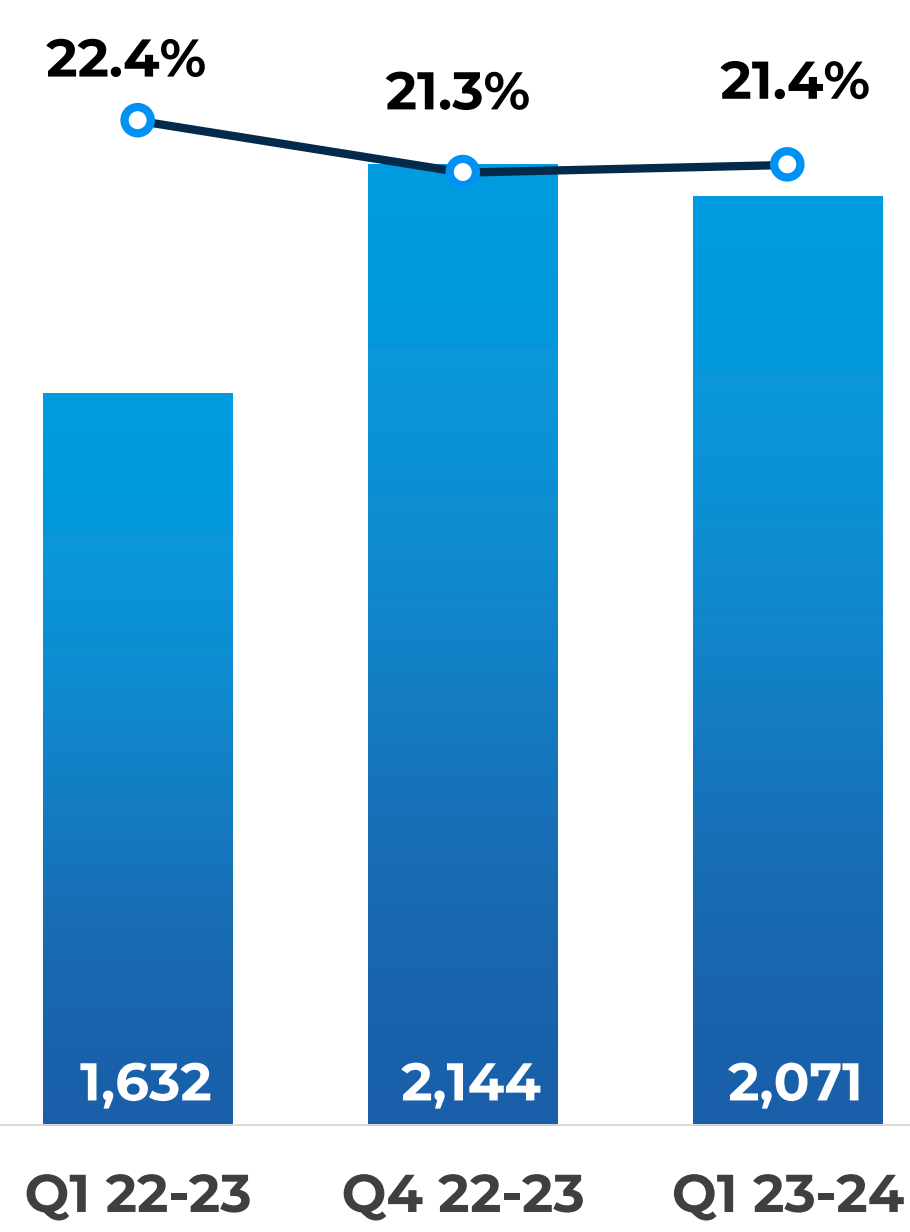
# **Financial** Highlights

Revenue (in ₹ mn) & Billable Transactions (# bn)



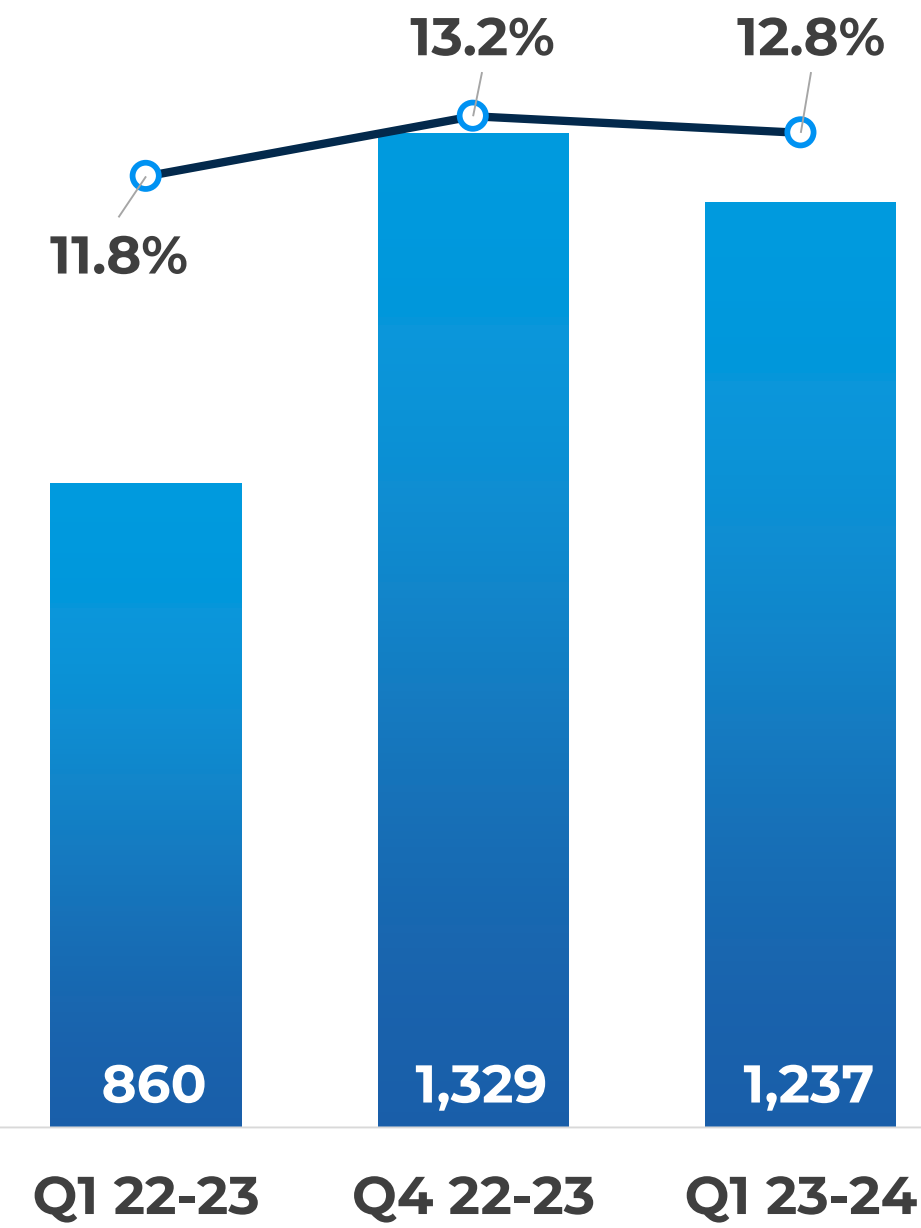
32.7% Y-o-Y growth  
-4.1% Q-o-Q growth

Gross Profit (In ₹ mn) & Gross Profit Margin (%)



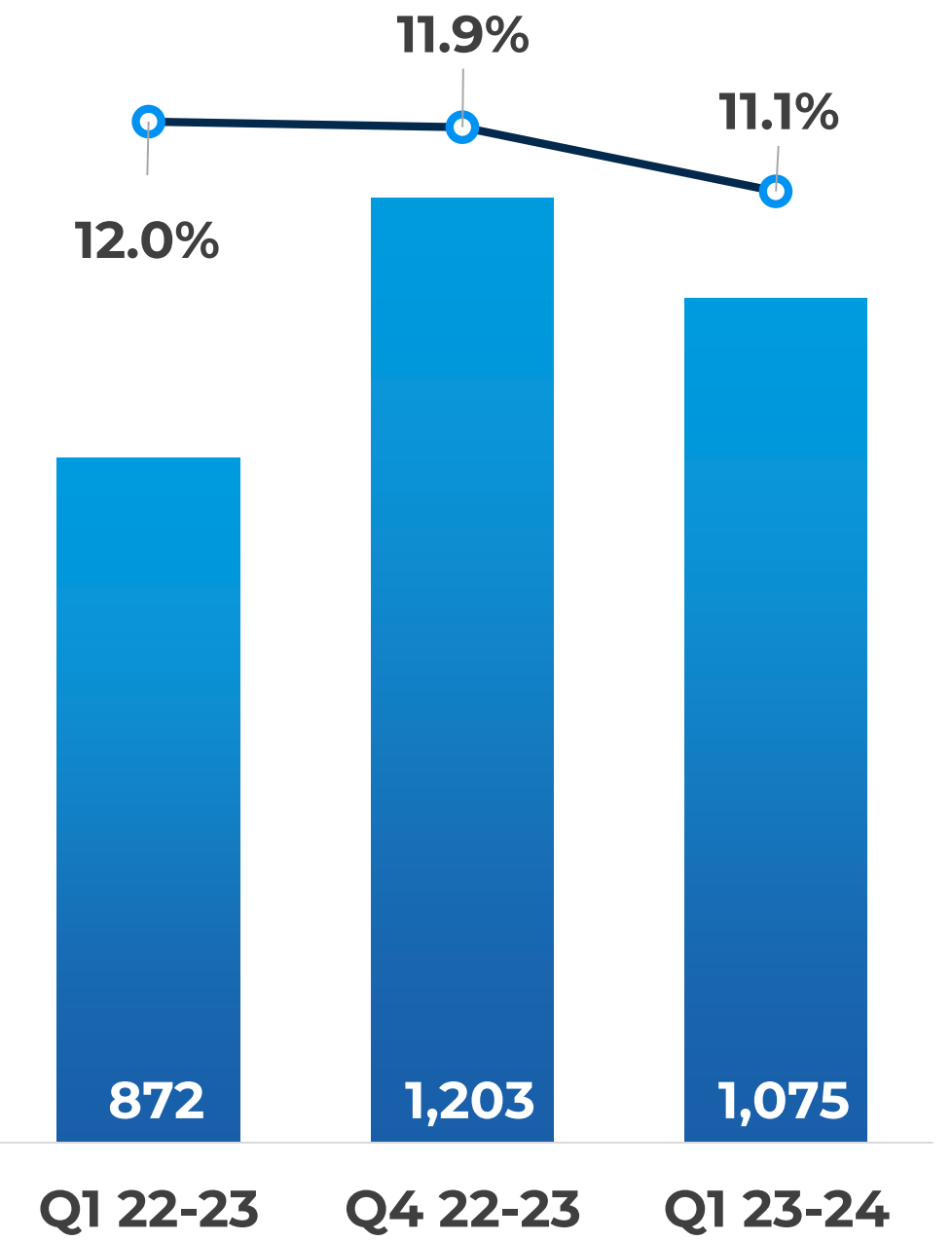
26.9% Y-o-Y growth  
-3.4% Q-o-Q growth

EBITDA<sup>(1)</sup> (In ₹ mn) & EBITDA Margin (%)



43.8% Y-o-Y growth  
-6.9% Q-o-Q growth

Adj. PAT<sup>(2)</sup> (In ₹ mn) & Adj. PAT Margin (%)



23.3% Y-o-Y growth  
-10.6% Q-o-Q growth

1. Net loss on FX transactions and translation, ESOP benefit expenses (non-cash) and Intangible assets under development were adjusted from EBITDA

2. PAT has been adjusted for ESOP benefit expenses; non-cash amortization associated with the intangible assets added as a result of purchase price allocation for acquisitions; and Intangible assets under development



# Financial Highlights for Q1 FY23-24

- Closed Q1 FY23-24 with revenue from operations of **₹9,673mn** compared to **₹10,087mn** in Q4 FY22-23 and **₹7,290mn** in Q1 FY22-23
  - Y-o-Y growth of **32.7%** and sequential de-growth of **4.1%** in revenue
- 
- Recorded Gross Profit of **₹2,071mn** in Q1 FY23-24 compared to **₹2,144mn** in Q4 FY22-23 and **₹1,632mn** in Q1 FY22-23
  - Y-o-Y growth of **26.9%** and sequential de-growth of **3.4%** in Gross Profit
  - Gross Profit margin of **21.4%, 21.3%, and 22.4%** in Q1 FY23-24, Q4 FY22-23 and Q1 FY22-23 respectively
- 
- EBITDA of **₹1,237mn** in Q1 FY23-24 compared to **₹1,329mn** in Q4 FY22-23 and **₹860mn** in Q1 FY22-23
  - Y-o-Y growth of **43.8%** and sequential de-growth of **6.9%** in EBITDA
  - EBITDA margin of **12.8%, 13.2%** and **11.8%** in Q1 FY23-24, Q4 FY22-23 and Q1 FY22-23 respectively
- 
- Recorded Profit After Tax of **₹917mn** in Q1 FY23-24 compared to **₹1,041mn** in Q4 FY22-23 and **₹711mn** in Q1 FY22-23
  - Y-o-Y growth of **29%** and sequential de-growth of **11.9%** in Profit After Tax
- 
- Adjusted Profit After Tax of **₹1,075mn** in Q1 FY23-24 compared to **₹1,203mn** in Q4 FY22-23 and **₹872mn** in Q1 FY22-23
  - Adjusted for ESOP benefit expenses; non-cash amortization associated with the intangible assets added as a result of purchase price allocation for acquisitions and Intangible assets under development of ₹ 29mn (in Q1 FY23-24)
  - Adjusted Profit After Tax margin of **11.1%, 11.9%** and **12.0%** in Q1 FY23-24, Q4 FY22-23 and Q1 FY22-23 respectively



# EBITDA and Adjusted PAT – Non GAAP

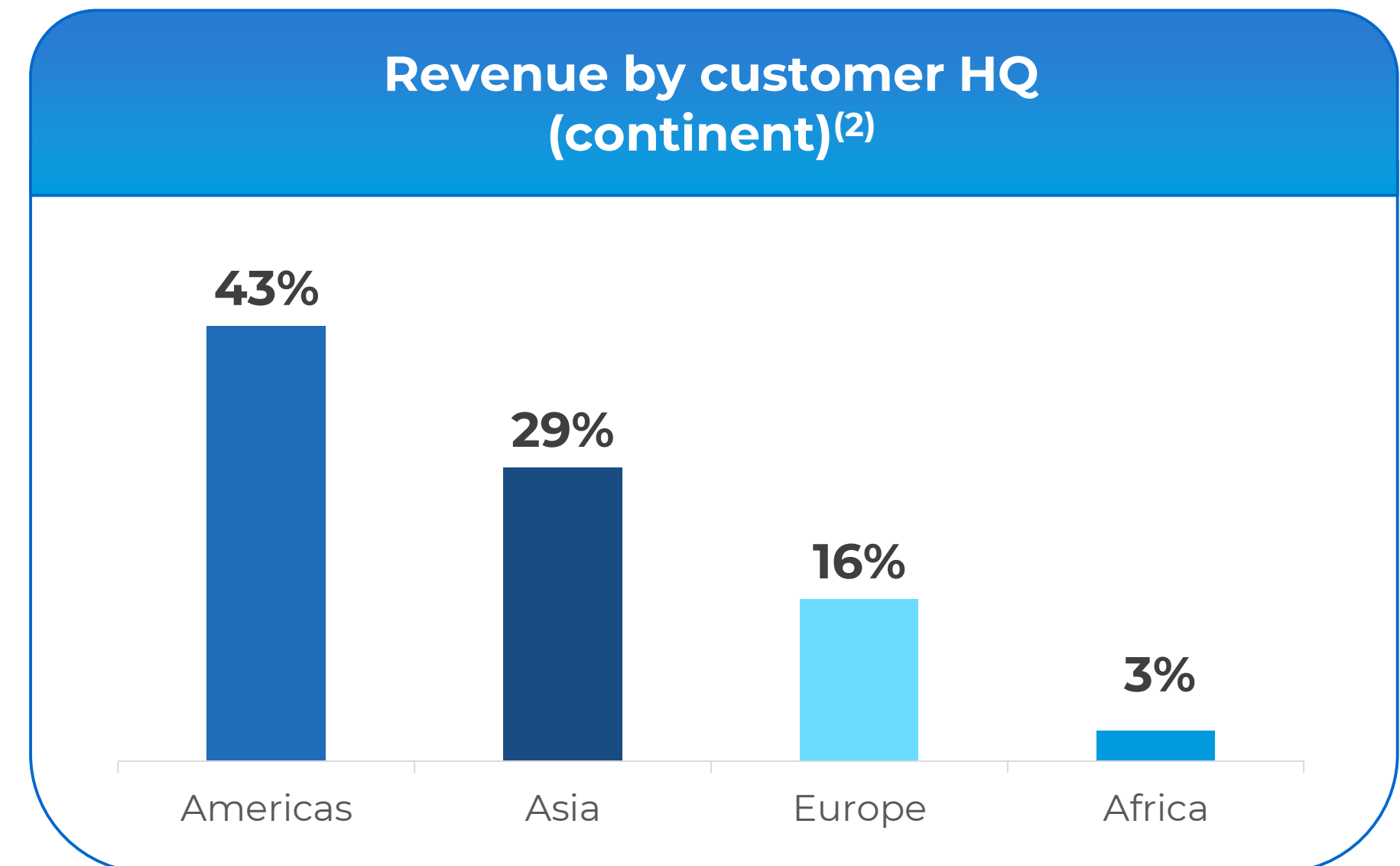
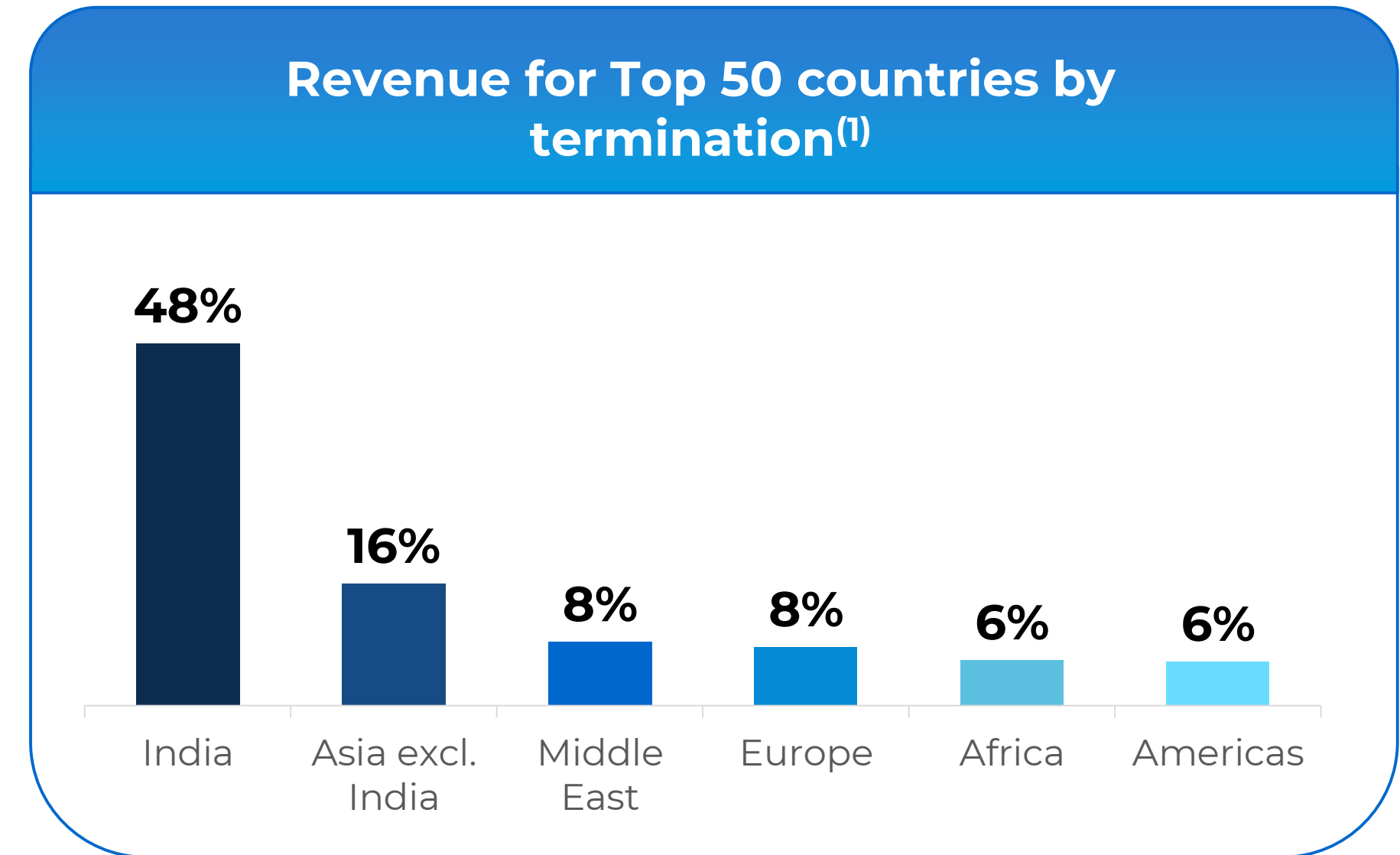
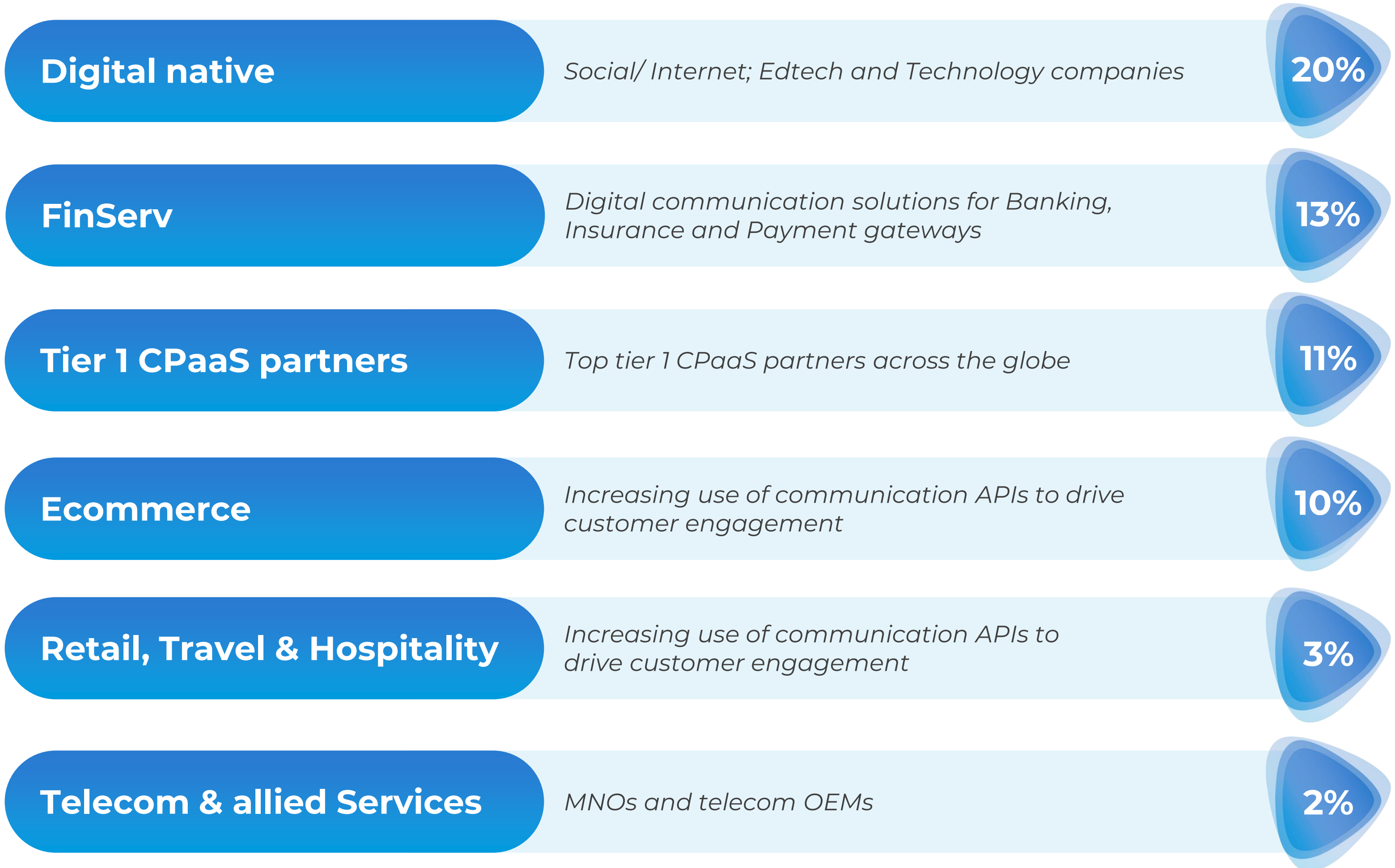
| Particulars (In ₹ mn)   | Quarter Ended  |                |              | Full Year      |
|---|----------------|----------------|--------------|----------------|
|   | 30.06.2023     | 31.03.2023     | 30.06.2022   | 31.03.2023     |
| <b>Profit before tax (Ind AS)</b>   | <b>1,102.3</b> | <b>1,203.6</b> | <b>757.4</b> | <b>3,815.0</b> |
| (-) Other income  | 149.2          | 146.0          | 147.9        | 394.0          |
| (+) Finance costs   | 67.1           | 49.8           | 41.7         | 204.5          |
| <b>EBIT</b>   | <b>1,020.3</b> | <b>1,107.4</b> | <b>651.1</b> | <b>3,625.5</b> |
| (+) Depreciation and amortisation expense                                     | 211.3          | 212.3          | 195.7        | 816.0          |
| (+) Employee stock option expense (non cash)                                  | 34.7           | 34.2           | 72.0         | 155.9          |
| (+) Net loss on foreign currency transactions and translation                 | -              | (3.5)          | -            | 49.9           |
| (-) Intangible assets under development                                       | 29.3           | 21.4           | 58.8         | 140.1          |
| (+) MRM's Bad debt written-off pertaining to pre-acquisition period           | -              | -              | -            | 58.5           |
| <b>EBITDA (Non-GAAP)</b>  | <b>1,236.9</b> | <b>1,329.1</b> | <b>860.2</b> | <b>4,565.6</b> |
| <b>EBITDA margin % on a Non-GAAP basis</b>                                    | <b>12.8%</b>   | <b>13.1%</b>   | <b>11.8%</b> | <b>12.8%</b>   |
|   |                |                |              |                |
| <b>Profit for the period (Ind AS)</b>   | <b>916.9</b>   | <b>1,040.5</b> | <b>710.7</b> | <b>3,331.1</b> |
| (+) Employee stock option expense (non-cash)                                  | 34.7           | 34.2           | 72.0         | 155.9          |
| (+) Amortization related to intangibles identified on account of acquisitions | 152.7          | 149.9          | 148.3        | 601.1          |
| (-) Intangible assets under development                                       | 29.3           | 21.4           | 58.8         | 140.1          |
| (+) MRM's Bad debt written-off pertaining to pre-acquisition period           | -              | -              | -            | 58.5           |
| <b>Adjusted PAT (Non-GAAP)</b>  | <b>1,075.0</b> | <b>1,203.2</b> | <b>872.3</b> | <b>4,006.5</b> |
| <b>Adjusted PAT margin % on a Non-GAAP basis</b>                              | <b>11.1%</b>   | <b>11.9%</b>   | <b>12.0%</b> | <b>11.2%</b>   |

Management uses the non-GAAP financial information, collectively, to evaluate its ongoing operations and for internal planning and forecasting purposes. Non-GAAP financial information is presented for supplemental informational purposes only, should not be considered a substitute for financial information presented in accordance with Indian Accounting Standard (Ind AS), and may be different from similarly-titled non-GAAP measures used by other companies.



# **Key** Business Metrics

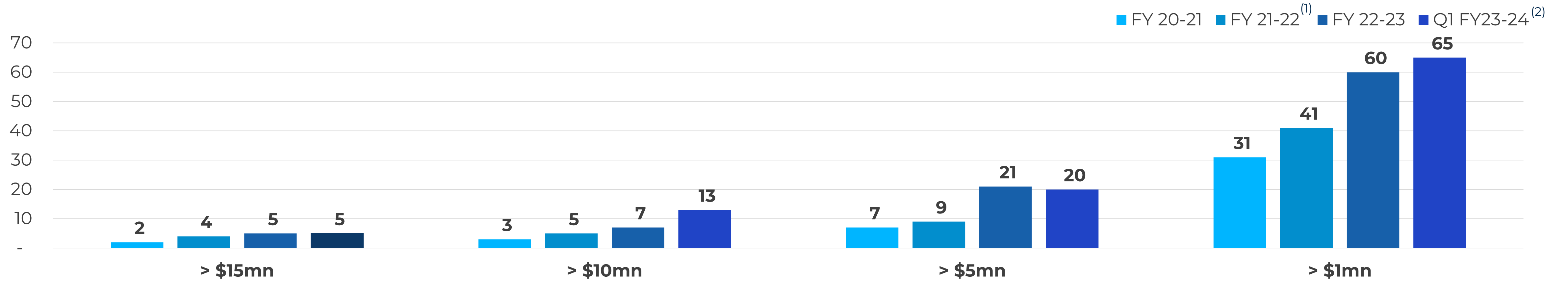
## Revenue contribution from select industries in Q1 FY23-24



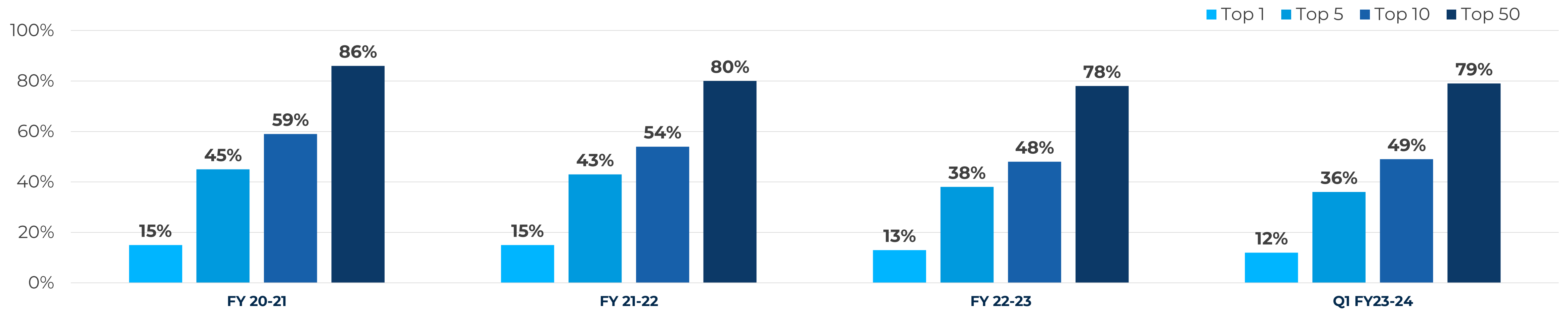
(1) Top 50 countries contribute c.92% of Q1 FY23-24 revenue from operations | (2) Top 150 customers - contribute c. 91% of Q1 FY23-24 revenue from operations

# Growing number of Multi-million dollar accounts with Improving Client Diversification

## Clients by Account Size



## Client Concentration

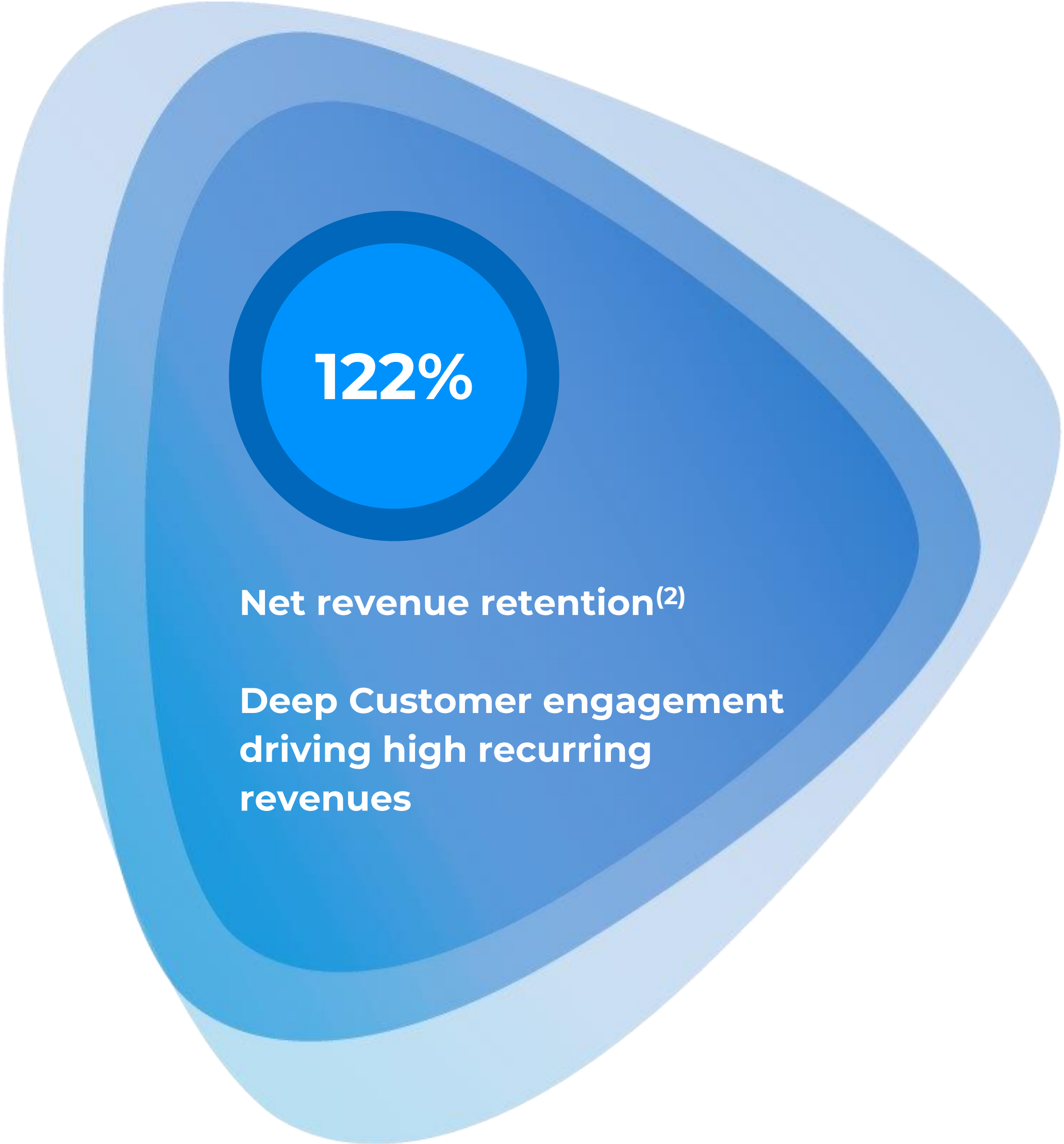
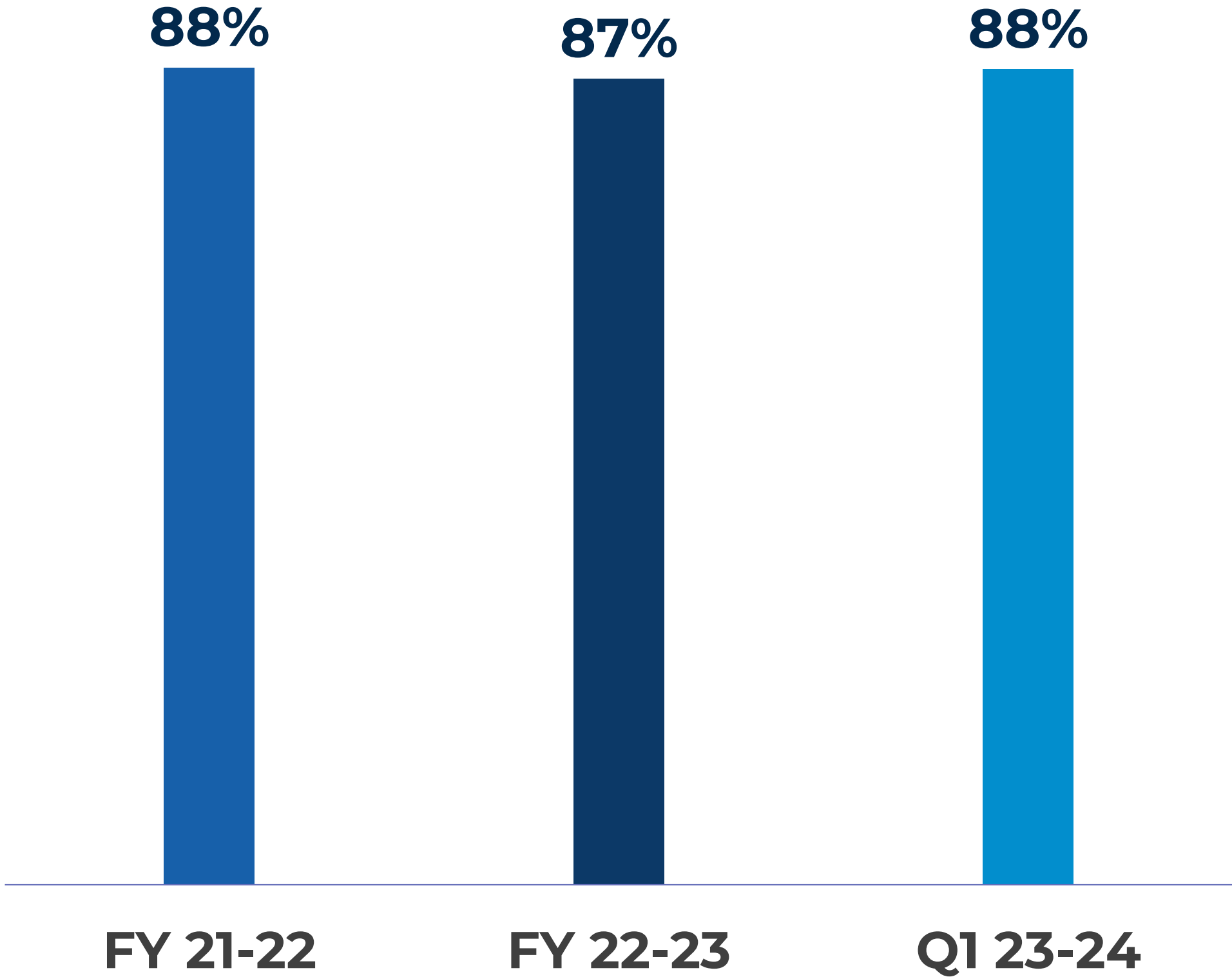


(1) Excludes MRM (one of the clients of RML) from this analysis post acquisition; (2) Q1 FY23-24 Annualized



# Strong Recurring Revenue

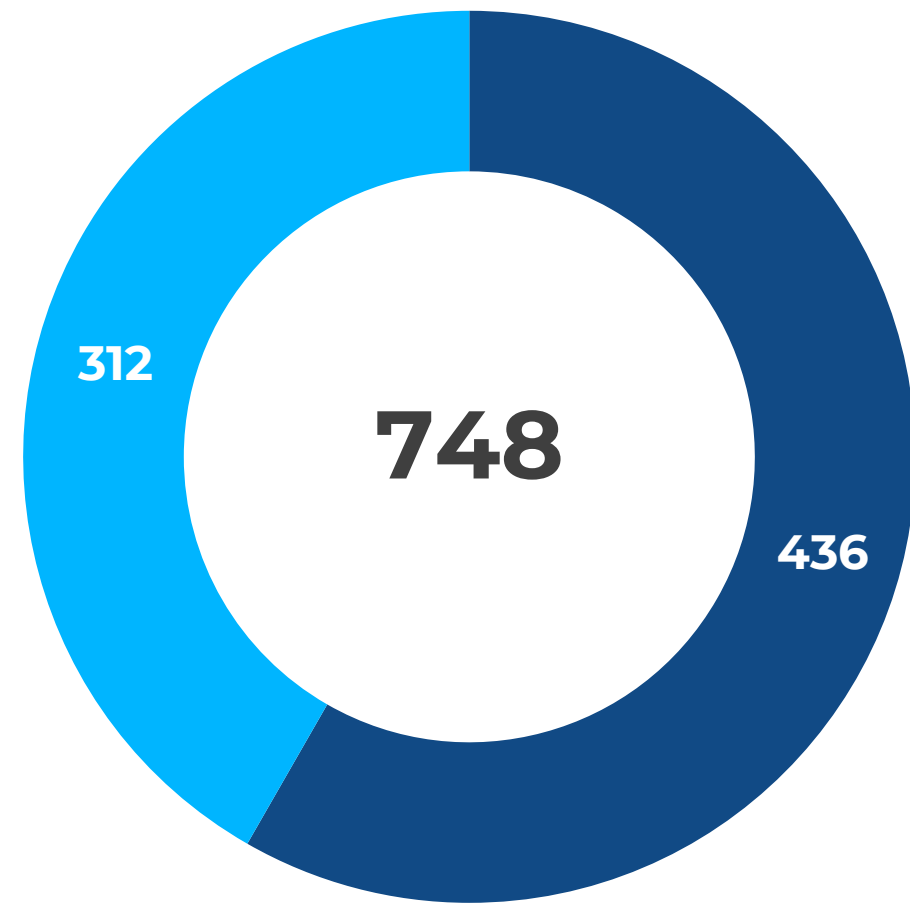
Recurring Revenue<sup>(1)</sup> as % of Operating Revenue



*(1) Recurring customers defined as customers that have been billed in each of the months over the respective period for FY21-22 & FY22-23; and customer billed each month over June 30 2022 – June 30 2023 for Q1 FY23-24*

*(2) Net revenue retention calculated based on comparison of Q1 FY22-23 revenue with Q1 FY23-24 revenue.*

## Location wise break-up

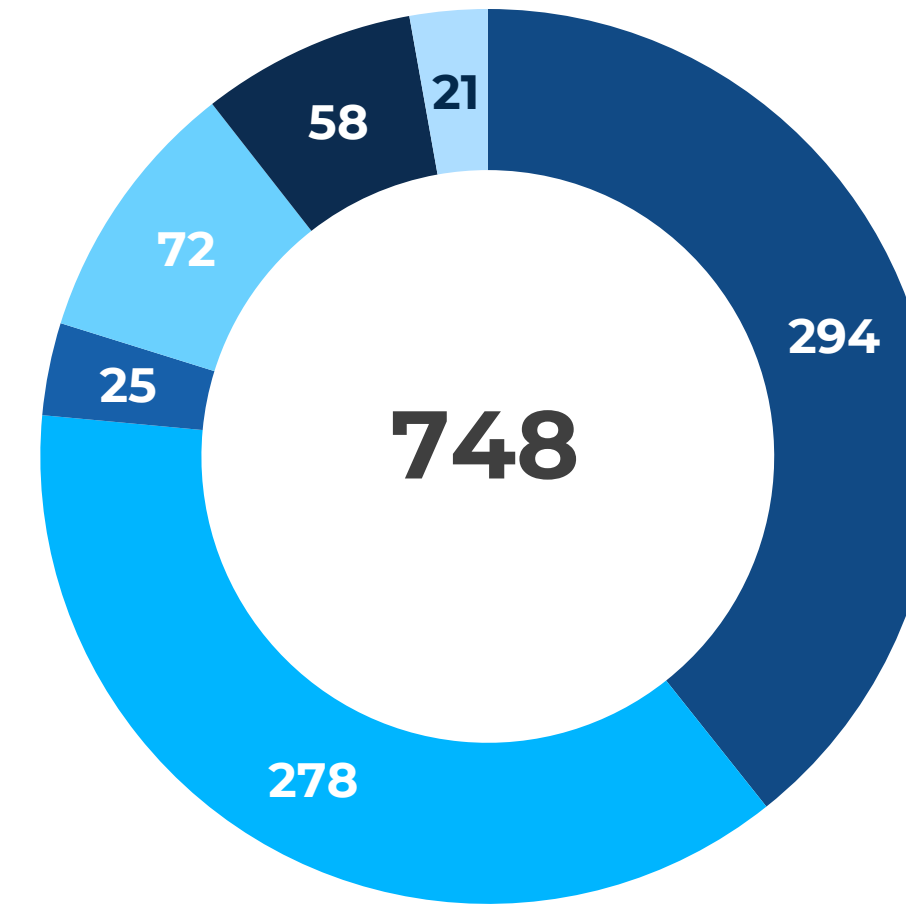


■ India ■ International

**68** New Employees joined in **Q1 FY23-24**

**40** Employees left in **Q1 FY23-24**

## Function wise break-up



■ Tech & Tech Support  
 ■ Sales & Marketing  
 ■ Firewall & other operator solutions  
 ■ General & Admin  
 ■ Strategy, Accounts & Finance  
 ■ Corporate-Business Heads

# Awards & Rankings







# Thank You

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[www.routemobile.com](http://www.routemobile.com)

